

**GROWTH BY DESIGN**  
*Finding opportunities to buy or sell a business.*

Louis J. Licata, Esq.  
 李嘉达国际律师事务所



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**AGENDA**

01. The Current Market
02. What Do I Need to Do Prepare My Business for Sale?
03. What Is My Business Worth?
04. Realizing Freedom and Growth



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**ABOUT ME**

- 30+ years international business law
- Over \$500M M&A transactions
- Super Lawyer & "A" Peer Rating
- Global Board of Directors, EO (former)
- Chairman, COSE (former)
- Visited over 50 countries; 6 of 7 continents







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**GROWTH BY DESIGN**

Integrated M&A, business transaction, succession planning and strategic growth services for entrepreneurs, executives and their ventures.

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**OUR SERVICES**

- Buy- and Sell-Side Advisory
- New Market Entry
- Succession Planning
- Legal Transactional Services
- Litigation Representation
- Estate and Tax Planning

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**01. THE MARKET**

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## IT'S A SELLER'S MARKET

- Limited Inventory
- Cash Reserves and Cheap Money Available
- Buyers are Overpaying
- Accelerated Timelines




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## REPRESENTATIVE TRANSACTIONS

REPRESENTATION	INDUSTRY	TRANSACTION	STRUCTURE
Sell-Side	Telecom	\$37M	Full Divestment
Sell-Side	Telecom	\$32M	Full Divestment
Buy-Side	Telecom	\$18M	Acquired Competitor
Buy-Side	Auto	\$6.5M	Strategic Acquisition
Sell-Side	SaaS	\$10M	Stock Divestment
Buy-Side	IT/Telecom	\$5M	Strategic Asset Acquisition
Sell-Side	Manufacturing	\$15M	Asset Divestment
Sell-Side	Telecom	\$25M	Asset Divestment
Sell-Side	Auto	\$17M	Asset & Stock Divestment



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## OTHER TRANSACTIONS

- Partner Buyouts
- Real Estate Transfers
- Refinancing (with or without Real Estate)
- Sales of Assets and Ownership



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**CONSIDERATIONS FOR BUYERS**

- Money Available
- High Valuations
- Access to Financing



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**FINANCING & BUYERS  
AVAILABLE NOW**



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**02. GET YOUR BUSINESS READY**



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### WHAT BUYERS WANT

- No/Low Debt
- Good Human Capital
- Secure Sources of Revenue (Recurring)
- Access to Distribution Channels
- Low Risk / Good Business Practices (Due Diligence)



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### WHERE IS YOUR EXPOSURE?



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### 03. WHAT IS MY BUSINESS WORTH?



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**METRICS YOU CAN USE**

- Top-line revenue
- % of growth
- Recurring revenue
- Positive EBITDA



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**04. ACHIEVING FREEDOM & GROWTH**



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**ANATOMY OF A DEAL**

1. Discussions
2. Letter of Intent
3. Due Diligence
4. Definitive Agreement
5. Financing
6. Closing
7. Cost-close (Earn-outs; Deferrals)



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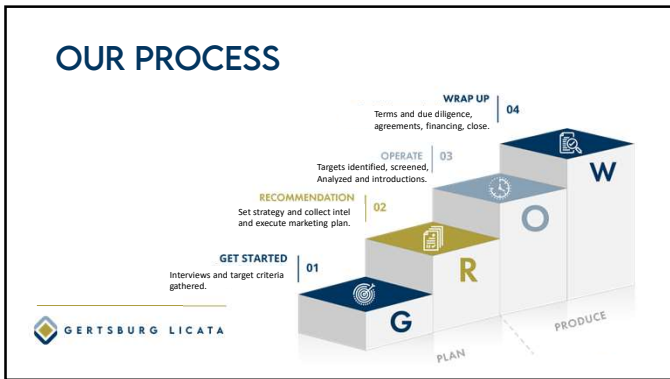
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### QUESTIONS?

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